



CANNON BUILDING  
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**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

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<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE COMMISSION</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, March 12, 2015 at 9:00 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , Second Floor of the Cannon Building
<b>MINUTES FOR APPROVAL</b>	April 9, 2015

**MEMBERS PRESENT**

Andrew Staton, Professional Member, Chairman  
Justin Healy, Professional Member, Vice Chairman  
Jason Giles, Professional Member, Secretary  
Michael Harrington, Sr., Professional Member  
Lynn Rogers, Public Member  
Joseph F. McCann, Public Member  
Lynne Newlin, Public Member  
Lynnette Scott, Professional Member  
Curtis Rogers, Public Member

**DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Kevin Maloney, Deputy Attorney General  
Sandra Wagner, Administrative Specialist III  
Jessica Williams, Administrative Specialist II

**MEMBERS ABSENT**

**ALSO PRESENT**

Elio Battista, Jr., PGS  
Andy Taylor, Esq.

**CALL TO ORDER**

Mr. Staton called the meeting to order at 9:01 a.m.

**REVIEW OF MINUTES**

Mr. L. Rogers made a motion, seconded by Mr. Harrington, to approve the minutes of the meeting held on February 12, 2015. By unanimous vote, the motion carried.

**NEW BUSINESS**

Applications for Licensure

Ratification of Salesperson Applications

Mr. Giles made a motion, seconded by Ms. Scott, to ratify the following applications for salespersons:

Julie Canard, Long & Foster, Rehoboth Beach, DE  
Shaun Askin, Patterson Schwartz, Greenville, DE  
Paulina Owedyk, Golden Coastal Realty, Lewes, DE  
Jennifer Lapinsky, Olson Realty, Dover, DE  
Mark Trimble, Coldwell Banker Preferred, Wilmington, DE  
Judith Figgs, ERA Martin Associates, Inc., Salisbury, MD  
Agnes McCrea, Metro Referral Associates, Inc., Bear, DE  
Robin Venuto, Keller Williams Realty, Wilmington, DE  
Karen Tisher, Lakeview Realty, Inc., Camden, DE  
William Masche, Long & Foster Real Estate, Rehoboth Beach, DE  
Anthony White, Long & Foster Real Estate, Greenville, DE  
Philip Dulebohn, BHHS Fox & Roach, Hockessin, DE  
Mark Hare, Maggio Shields Real Estate, Rehoboth Beach, DE  
Kesha Fields, Columbus Property Management & Development, Philadelphia, PA  
James Daye, Keller William Realty, Christiana, DE  
Patrick Keating, Lewes Realty, Lewes, DE  
Franklin Rife, Ocean Atlantic Sotheby's Intl Realty, Rehoboth Beach, DE  
Mary Kelly, Long & Foster Real Estate, Greenville, DE  
Ronald Bloth, Bob Moore Realty Company, Dover, DE  
Michelle Griscom, Jackson Cross Partners LLC, King of Prussia, PA  
Shiloh McGuire, Keller Williams Real Estate, West Chester, PA  
Ebony Hill, PRS Real Estate Group, Wilmington, DE  
John Troise, Patterson Schwartz & Associates, Wilmington, DE  
Giselle DiFrancesca, BHHS Gallo Realty, Lewes, DE  
Rebecca Marsh, Applebaum Realty, Wilmington, DE  
Alicia Bond, Keller Williams Real Estate, Media, PA  
Michael Turick, Virtus Realty Advisors of DE, Wilmington, DE  
Dale Chambers, Long & Foster Real Estate, Ocean City, MD  
Keith Brothers, Coldwell Banker Residential Brokerage, Bethany Beach, DE  
Shawn Furrowh, BHHS Fox & Roach, Hockessin, DE  
Cheryl Roberts, Century 21 Gold Key Realty, Newark, DE  
Juan Fuentes Alamo, Jr., Patterson Schwartz Real Estate, Greenville, DE  
Lawrence Calio, Weichert Realtors, Wilmington, DE  
Amanda Burke, BHHS Fox & Roach, Newark, DE  
Veronica Chandler, Keller Williams Realty, Wilmington, DE  
Robert Bullock, Keller Williams Realty, Wilmington, DE  
Timothy Masters, SB Real Estate, LLC, Wilmington, DE  
Sierra Webster, REMAX Vision, North East, MD  
Colleen Owens, 1<sup>st</sup> Choice Properties, Bethany Beach, DE  
Michael Berner, DSM Commercial, Rehoboth Beach, DE  
Cynthia Sims-Murphy, Keller Williams Realty, Wilmington, DE  
Raymond Petkevis, Keller Williams Realty, Wilmington, DE  
Rachel Gosselin, Keller Williams Realty, Wilmington, DE  
Vanessa Horne, BHHS Fox & Roach, Devon, PA  
Hilary Espenshade, Keller Williams at the Beach, Rehoboth Beach, DE  
Robert Carrico, NRS Referral Services, LLC, Hockessin, DE  
Heather Gates, Long & Foster, Bethany Beach, DE  
Dave Mays, BHHS Fox & Roach, Bear, DE  
Kristen Schneider, Patterson Schwartz Real Estate, Hockessin, DE  
Brian Kisner, Keller Williams Realty, Dover DE

Wendy Nicholson, Patterson Schwartz Real Estate, Middletown, DE  
James Spray, Patterson Schwartz, Dover, DE  
Ronald Golden, Maggio Shields Real Estate Brokerage, Rehoboth Beach, DE

By unanimous vote, the motion carried.

Review of Broker and Associate Broker Applications

The Commission reviewed the associate broker's application of Traci Madison. Ms. Newlin made a motion, seconded by Mr. Harrington, to approve Ms. Madison's application. By unanimous vote, the motion carried.

The Commission reviewed the associate broker's application of Thomas Hanna. Ms. Newlin made a motion, seconded by Mr. Harrington, to approve Mr. Hanna's application. By unanimous vote, the motion carried.

The Commission reviewed the broker's application of Edward Kaminski. Ms. Newlin made a motion, seconded by Mr. Harrington, to approve Mr. Kaminski's application. By unanimous vote, the motion carried.

Review of Applications for Reinstatement

The Commission reviewed the application of Benjamin Juan for reinstatement of a salesperson's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Mr. Juan's reinstatement application. By unanimous vote, the motion carried.

The Commission reviewed the application of Rhonda Norman for reinstatement of a salesperson's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Ms. Norman's reinstatement application upon successful passing of the Delaware State Exam. By unanimous vote, the motion carried.

The Commission reviewed the application of Deneen Irby, for reinstatement of a salesperson's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Ms. Irby's reinstatement application upon successful passing of both National and the Delaware State Exam. By unanimous vote, the motion carried.

The Commission reviewed the application of Shenetta Wilson for reinstatement of a salesperson's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Ms. Wilson's reinstatement application. By unanimous vote, the motion carried.

The Commission reviewed the application of Charles Shorley for reinstatement of a broker's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Mr. Shorley's reinstatement application upon successful passing of the Delaware State Exam. By unanimous vote, the motion carried.

The Commission reviewed the application of Anthony Borleis for reinstatement of a salesperson's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Mr. Borleis' reinstatement application upon successful passing of the Delaware State Exam. By unanimous vote, the motion carried.

The Commission reviewed the application of Michael Rocco, for reinstatement of a salesperson's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Mr. Rocco's reinstatement application upon successful passing of both National and the Delaware State Exam. By unanimous vote, the motion carried.

#### Review of Applications for New Office

The Commission reviewed the application of Delaware Key Property Services, LLC, for a new office. Mr. L. Rogers made a motion, seconded by Mr. Harrington, to approve the new office application and issue license once the additional documents that are required are submitted. By unanimous vote, the motion carried.

The Commission reviewed the application of Delaware Capital Property Management, LLC for a new office. Mr. L. Rogers made a motion, seconded by Mr. Harrington, to approve the new office application and issue license once the additional documents that are required are submitted. By unanimous vote, the motion carried.

The Commission reviewed the application of East Coast Realty 1, for a new office. Mr. L. Rogers made a motion, seconded by Mr. Harrington, to approve the new office application. By unanimous vote, the motion carried.

#### Status of Complaints

Complaint # 02-11-14 – Closed by Investigator

Complaint # 02-43-14 – Forwarded to the Attorney General's Office

#### Correspondence

There was no correspondence.

#### Discussion from Subcommittee: 60 Day Renewal Period

Mr. Staton discussed with the Commission about the 60 day renewal grace period that is in Rule 11.1 and how licensees use this grace period to complete their continuing education. In the Law under section 2910 (d) it states each licensee applying for renewal shall be required to successfully complete in the 2 year period prior to the established renewal date continuing education hours. All continuing education must be completed by April 30<sup>th</sup> of every even year. There is no grace period for completing CE after April 30<sup>th</sup>. The review of the audits, since 100% of late renewals are audited, shows that a lot of people get their CE done after April 30<sup>th</sup> but before June 30<sup>th</sup>. A discussion by the sub-committee was to eliminate the 60 day renewal grace period. If this grace period is eliminated there will be no reason to audit all late renewers and the licensees would then have to fill out a reinstatement application and pay the same fee as if they were paying the late fee for renewing late.

Questions were asked about a licensee having medical or family issues and granting an extension. The Commission still has the Rule that a licensee can ask the Commission 60 days prior to renewal for a hardship and if the Commission grants the hardship the licensee can then renew. The Commission would then give a specific amount of time to the licensee with the hardship to complete their continuing education.

Mr. McCann made a motion, seconded by Mr. C. Rogers, to accept the sub-committee's recommendation to eliminate the 60 day grace period. By unanimous vote, the motion carried.

#### **OLD BUSINESS**

##### Review and Signing of Order

Mr. Staton tabled the signing of the order for:

Gabriel Carey

Review and Signing of Order from Rules and Regulations Hearing

The Commission members signed the order from the rule and regulation hearing.

**OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

There was no other business before the Commission.

**PUBLIC COMMENT**

There was no public comment.

**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, April 9, 2015 at 9:00 a.m.

**ADJOURNMENT**

Ms. Newlin made a motion, seconded by Mr. L. Rogers, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 9:22 a.m.

Respectfully submitted,



Sandra Wagner  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*